

Message Text

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PAGE 01 STOCKH 00838 241515Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-06 TRSE-00
ERDA-05 CIAE-00 COME-00 ACDA-07 OES-06 /045 W
-----241610 028690 /44
R 241441Z FEB 77
FM AMEMBASSY STOCKHOLM
TO SECSTATE WASHDC 9880

LIMITED OFFICIAL USE STOCKHOLM 0838

E.O. 11652: N/A
TAGS: ESTC, SW
SUBJECT: SWEDISH FIVE AXES MACHINE TOOL LICENSING CONTRACT
WITH POLAND

REF: STATE 038480

1. EMBASSY OFFICER SPOKE AT SOME LENGTH WITH ASEA ELECTRONIC
DIVISION OFFICIAL MOST FAMILIAR WITH THE REFERENCE CONTRACT,
BJORN WEICHBRODT. WEICHBRODT SAID THE CONTRACT WAS FOR NUCON
MODEL 400.

2. AFTER A REVIEW OF THE INFORMATION WHICH WAS SOUGHT IN
REFTEL, WEICHBRODT NOTED THAT MUCH OF IT HAD SOME OR A
GREAT DEAL OF VALUE FOR US FIRMS IN COMPETITION WITH ASEA.
HE SHOWED HIS CONCERN THAT ANSWERS WHICH HE MIGHT GIVE WOULD
BECOME KNOWN TO THEM. EMBASSY OFFICER TOLD HIM THAT THE IN-
FORMATION PROVIDED WOULD REMAIN WITHIN THE OFFICES OF THE US
AGENCIES WHICH MIGHT CONCEIVABLY BECOME INVOLVED IN SOME
WAY. NONETHELESS, EMBASSY OFFICER ALSO TOLD WEICHBRODT HE
WOULD SEEK A SPECIFIC REPLY ON WHAT WOULD HAPPEN TO ANY
INFORMATION PROVIDED.

3. WEICHBRODT REPEATED SEVERAL TIMES THAT ASEA HAS
IMPORTANT BUSINESS RELATIONS WITH THE US AND WISHES TO
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MAINTAIN A GOOD WORKING ATMOSPHERE. HE ALSO REFERRED
TO A CONVERSATION "SOME MONTHS AGO" BETWEEN DOC AND
ASEA OFFICIALS IN WASHINGTON WHICH DEALT WITH THE
PROSPECTIVE CONTRACT WITH POLAND. AT THAT TIME
ASEA GOT THE IMPRESSION THAT SOME OF THE COMPUTER
ELEMENTS WOULD PROBABLY NOT RECEIVE US LICENSES WERE
LICENSES IN FACT SOUGHT. WEICHBRODT NOTED IN THIS

REGARD THAT SEVERAL NATIONAL SOURCES EXIST FOR A GOOD DEAL OF ELECTRONIC EQUIPMENT, BUT OFTEN ASEA (AND OTHER FIRMS) PREFER TO CONTINUE TO BUY FROM ESTABLISHED SOURCES RATHER THAN DEVELOP NEW ONES. IN OTHER WORDS, ASEA HAS ALTERNATIVES BUT WANTS TO KEEP ITS LINES OPEN TO US SOURCES.

4. THAT IS WHERE THE MATTER STANDS. EMBASSY WOULD LIKE ADVICE ON THE DISPOSITION OF INFORMATION WHICH MIGHT BE PROVIDED. IF IT REASSURING, FROM ASEA'S VIEWPOINT, I.E., WOULD BE KEPT CONFIDENTIAL, THEN CHANCES APPEAR GOOD THAT ASEA WILL BE WILLING GIVE US AT LEAST A GOOD MEASURE OF THE INFORMATION SOUGHT.

SMITH

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, STRATEGIC TRADE CONTROLS, CONTRACTS, TOOLS, MEETINGS, MEETING REPORTS
Control Number: n/a
Copy: SINGLE
Sent Date: 24-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STOCKH00838
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770064-0616
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770211/aaaaakfl.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: af581fbf-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 STATE 38480
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3236643
Secure: OPEN
Status: NATIVE
Subject: SWEDISH FIVE AXES MACHINE TOOL LICENSING CONTRACT WITH POLAND
TAGS: ESTC, SW, US, ASEA ELECTRONIC, (WEICHBRODT, BJORN)
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/af581fbf-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009